

Last update: May 3, 2011

# List of Publications

## Publications in refereed academic journals

---

### Forthcoming

[30] "Is Self-Employment Always a Bad Experience?", Centre Economic and Business Research Discussion Paper 2006-20; *Journal of Business Venturing* (in press, with N. Malchow-Møller); available online at <http://www.sciencedirect.com/>.

### 2010

[29] "Balancing Internal and External Knowledge Acquisition: The Gains and Pains from R&D Outsourcing", *Journal of Management Studies* 47(8), 1483-1509 (with C. Grimpe).

### 2009

[28] "Patents and profit Rates", *Economics Letters* 104, 79-80.

[27] "Do media consumers really dislike advertising? An empirical assessment of the role of advertising in print media markets", *International Journal of Industrial Organization* 27(2), 292-301 (with M. Song).

[26] "Exports and Productivity: Comparable Evidence for 14 Countries", forthcoming *Review of World Economics* (with R. Álvarez, M. Andersson, F. Bellone, L. Brandt, D. Castellani, J.P. Damijan, J.C. Fariñas, A.M. Fernandes, H. Fryges, H. Görg, D. Greenaway, S. Haller, A. Isgut, L. Jabbour, P. Jaramillo, S. Johansson, R. Jørgensen, R. Kneller, C. Kostevc, R.A. López, J.A. Máñez, A. Martin, P. Musso, M. Muuls, L. Nesta, L. Pertl, M. Pisu, S. Polanec, M.E. Rochina, F. Ruane, J.A. Sanchis, S. Schiavo, F. Serti, C. Tomasi, J. Van Biesebroeck, J. Wagner, A. Zanfei, Y. Zhang) [download](#).

### 2008

[25] "Neue Möglichkeiten zur Nutzung vertraulicher amtlicher Personen- und Firmendaten," *Perspektiven der Wirtschaftspolitik* 9(3), 329-349 (with J. Wagner).

[24] "True versus spurious state dependence in firm performance: The case of West German exports", *Empirical Economics* 35, 207-228 (lead article, with H. C. Kongsted).

### 2006

[23] "Anmerkungen zur ökonomischen Bewertung von Fusionen auf dem Printmedienmarkt", *Perspektiven der Wirtschaftspolitik* 7(3), 335-354 (with R. Dewenter).

[22] "Private R&D and Public R&D subsidies: Microeconomic Evidence from Denmark", *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 144(1), 1-17.

[21] "B2B or Not to Be: Does B2B E-Commerce Increase Labour Productivity?", *International Journal of the Economics of Business*, 13(3), 387-405 (with I. Bertschek and H. Fryges).

[20] "Price structure in two-sided markets: Evidence from the magazine industry", *International Journal of Industrial Organization* 24(1), 1-28 (lead article, with J. Wright).

[19] "Magazines and their Companion Websites: Competing Outlet Channels?", *Review of Marketing Science* 4(3); <http://www.bepress.com/romsjournal/vol4/iss1/art3>.

## 2005

- [18] „Fusionen auf dem Printmedienmarkt aus wirtschaftstheoretischer Sicht“, *Vierteljahreshefte zur Wirtschaftsforschung* 74(3), 51-63 (with R. Dewenter).
- [17] “A Danish view on software-related patents”, *Nationaløkonomisk Tidsskrift/Danish Journal of Economics* 142(3), 301-313 (with T. Rønde).
- [16] “A Microeconomic Note on Product Innovation and Product Innovation Advertising”, *Economics of Innovation and New Technology* 14(7), 573-582.
- [15] “Strategic Complementarities Between Different Types of ICT-expenditures”, *Problems and Perspectives in Management* 3 (1), 72-81.

## 2004

- [14] “The Performance of German Firms in the Business-Related Service Sectors”, *Journal of Business & Economic Statistics* 22 (3), 274-295 (with P.N. Van and F. Laisney).
- [13] “Productivity Effects of Organizational Change: Microeconomic Evidence”, *Management Science* 50(3), 394-404 (with I. Bertschek).

## 2003

- [12] “Simple Econometric Methods for the Measurement of Credit Risk: Logit- and Probit Models” (in German, original title: “Einfache ökonomische Verfahren für die Kreditrisikomessung: Logit- und Probit-Modelle”), *Zeitschrift für Betriebswirtschaftliche Forschung* 55, 773-822 (with A. Szczesny).
- [11] “The Impact of Skill Structure, Training and Firm Size on Firms’ IT-Outsourcing Activities” (in German, original title: “Die Wirkung von Qualifikationsstruktur, Weiterbildung und Unternehmensgröße auf das Outsourcing von IT-Dienstleistungen”), *Zeitschrift für Betriebswirtschaft* 4/2003, 137-163 (with J. Henkel).

## 2002

- [10] “An Empirical Test of Models Explaining Research Expenditures and Research Cooperation”, *International Journal of Industrial Organization* 20(6), 747-774 (lead article).
- [9] “R&D with Spillovers and Endogenous Absorptive Capacity”, *Journal of Institutional and Theoretical Economics*, 158(2), 286-303.
- [8] “Measuring Knowledge Spillovers in Manufacturing and Services: An Empirical Assessment of Alternative Approaches”, *Research Policy* 31(1), 129-149.

## 2001

- [7] “Wage Agreements and Work Time Flexibility: Empirical Evidence for German Business-related Services”, *LABOUR: Review of Labour Economics and Industrial Relations* 15(2), 317-341 (with F. Pfeiffer).
- [6] “The Impact of Foreign Competition and New Technologies on the Demand for Heterogeneous Labor: Empirical Evidence from the German Business-Related Services Sector”, *Review of Industrial Organization* 19 (1), 109-120.

## 2000

- [5] “A Note on the Calculation of Firm-Specific and Skill-Specific Labor Cost from Firm-Level Data”, *Jahrbücher für Nationalökonomie und Statistik/Journal of Economics and Statistics* 220/5, 541-551.

- [4] "New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services", *Economics of Innovation and New Technology* 9(5), 465-484.
- [3] "On the Lead/Lag Relationship between Manufacturing and Services in the Business Cycle", *ifo-studies (now CESifo studies)* 2/2000, 161-176 (with K. Voß).

#### **1999**

- [2] "The Impact of Economic Policy Events on Firms' Expectations Regarding the EU's Starting Date" (in German, original title "Die Wirkung wirtschaftspolitischer Ereignisse auf Erwartungen über den Starttermin der Europäischen Währungsunion"), *ifo-studies (now CESifo studies)* 2/1998, 103-120.
- [1] "New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services", *Economics of Innovation and New Technology* 9(5), 465-484.

### **Submitted papers**

---

- [2] "Unraveling the Role of Public Researcher Mobility for Industrial Innovation" (with A.-K. Ejsing and H.C. Kongsted).
- [1] "Labor Mobility, social network effects and Patenting Activity", revised version of Centre for Economic and Business Research Discussion Paper 2008-16 (with H. C. Kongsted and T. Rønne).

### **Papers under revision**

---

#### **2011**

- [6] "Targeted Advertising in Magazine Markets", Center for European Economic Research Discussion Papers 10-063 (with A. Chandra).
- [5] "Regulation of Pharmaceutical Prices: Evidence from a Reference Price Reform in Denmark", Centre for European Economic Research Discussion Paper 2010-62 (with S.J. Mendez and T. Rønne).

#### **2006**

- [2] "The Pulse of Liability of Foreignness: Dynamic Legitimacy and Experience Effects in the German Car Market", ZEW Discussion Paper 06-070 (with W. Sofka).

#### **2005**

- [1] "Do Magazines' "Companion Websites" Cannibalize the Demand for the Print Version?", Centre for Economic and Business Research Discussion Paper 2005-10 (with H.C. Kongsted).

## Publications in academic journals – editor-refereed

---

### 2003

- [4] “Denmark in the Knowledge Society – Challenges for Research and Education Policy” (in Danish, original title “Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken”), *Samfundøkonomen* 7/2003, 4-11 (with S.E. Hougaard Jensen, N. Malchow-Møller, J.R. Skaksen and A. Sørensen).

### 2001

- [3] “The ZEW/Creditreform Quarterly Business Survey”, *Schmollers Jahrbuch: Zeitschrift für Wirtschafts- und Sozialwissenschaften/Journal of Applied Social Science Studies* 122(2), 319-326.

### 1999

- [2] “The Impact of the Introduction of the Euro on Firms’ Expectations Concerning Export Behavior, Product Innovation and Foreign Competition”, *intereconomics* 34(3), 107-115 (with C. Stirböck).
- [1] “Die ZEW/Creditreform Konjunkturumfrage bei Unternehmensnahen Dienstleistern”, *Allgemeines Statistisches Archiv* 83, 447-451.

## Monographs

---

### 2003

- [2] “Denmark in the Knowledge Society – Challenges for Research and Education Policy” (in Danish, original title “Danmark i vidensamfundet- udfordringer for forsknings- og uddannelsespolitikken”), DJØF Publishing Copenhagen (with Svend E. Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).

### 2002

- [1] “Innovation, Employment, and Firm Performance in the German Service Sector”, Centre for European Economic Research Economic Studies/ZEW Economic Studies, Bd. 16, Springer/Physica Verlag, Heidelberg/New York.

## Publications in collected volumes

---

### 2010

- [7] “Regulatorische Reform und Pharmapreise: Ergebnisse aus Dänemark”, in H.-J. Ramser and M. Stadler (Eds), *Marktmacht*, 265-282 (with S. Mendez and T. Rønde).

### 2003

- [6] “Quantification of Qualitative Data Using Ordered Probit Models with an Application to a Business Survey in the German Service Sector, in G. Poser (Ed.), *Economic Surveys and Data Analysis: CIRET Conference Proceedings*, OECD, Paris, 325 – 346 (with A. Spitz).

### 2002

- [5] “Logit- und Probit-Modelle für Kreditrisiken”, in: M. Schroeder, *Finanzmarkt-Ökonometrie – Grundlagen, fortgeschrittene Verfahren, Prognosemodelle*, Schaeffer-Poeschel Verlag, Stuttgart (with A. Szczesny).

### 2001

- [4] "IKT-Einsatz, Arbeitsplatzreorganisation und Produktivität: Empirische Evidenz für unternehmensnahe Dienstleister", in: L. Bellmann and A. Kölling (Eds.), Betrieblicher Wandel und Fachkräftemangel, Beiträge zur Arbeitsmarkt- und Berufsforschung 257, Bundesanstalt für Arbeit, Nürnberg (with I. Bertschek).
- [3] "Einfache ökonomische Modelle für die Kreditrisikomessung", in: A. Szczesny (Ed.), Kreditrisikomessung und Kreditrisikomanagement, ZEW Wirtschaftsanalysen, Nomos-Verlag, Baden-Baden (with A. Szczesny).
- [2] "Produktivitätseffekte organisatorischer Veränderungen", in: U. Backes-Gellner, M. Kräkel, J. Sadowski, J. Mure, Entlohnung, Arbeitsorganisation und personalpolitische Regulierung, Beiträge zum Köln-Bonner Kolloquium zur Personalökonomie, Rainer Hampp Verlag, Düsseldorf, 73-85. (with I. Bertschek).

## 2000

- [1] "Tarifverträge und Beschäftigungspolitik in Dienstleistungsunternehmen", in: U. Backes-Gellner, M. Kräkel, B. Schauenberger and G. Steiner, Flexibilisierungstendenzen in der betrieblichen Personalpolitik - Anreize, Arbeitszeiten und Qualifikation, Rainer Hampp Verlag, Düsseldorf, 233-256 (with F. Pfeiffer).

## Selected Seminars and Conference Presentations — Academic

---

- Unraveling the Role of Public Researcher Mobility for Industrial Innovation, KU Leuven MSI seminar, March 10, 2011.
- Labor mobility, social networks and patenting activity, SEEK Kick-Off Conference "Going for Smart Growth with Knowledge and Innovations", Centre for European Economic Research, Mannheim, March 4-5, 2011.
- Targeted Advertising in Magazine Markets, Industrieökonomischer Ausschuss, Verein für Socialpolitik, Feb. 10-25, 2011, University of Vienna.
- Targeted Advertising in Magazine Markets, Centre for Industrial Economics Annual Meeting, Oct.14-15, 2010, Copenhagen.
- Labor mobility and patenting activity, Workshop & Lecture Series on the Law & Economics of Intellectual Property, University of Zurich/ETH Zurich, Sept. 22, 2010.
- Regulatory change in pharmaceutical pricing: Evidence from a natural experiment in Denmark, 39. Wirtschaftswissenschaftliches Seminar Ottobeuren, Sept. 14-16, 2009.
- The Hedonic Value of Self-Employment, 12. Personalökonomisches Kolloquium, Wirtschaftsuniversität Wien, March 5-6, 2009.
- Labor mobility and patenting activity, Annual meeting of the German Economic Association of Business Economics, Augsburg, Sept. 30-Oct. 1, 2008.
- Human capital, spillovers and patenting activity, Industrieökonomischer Ausschuss, Verein für Socialpolitik, March 10-11, 2008, University of Karlsruhe.
- Human capital, spillovers and patenting activity, 11. Personalökonomisches Kolloquium, Universität Bonn, March 6-7, 2008.
- Human capital, spillovers and patenting activity, Wissenschaftliche Hochschule für Unternehmensführung Seminar Series, Vallendar, Oct. 16, 2007.
- When pricing below marginal cost pays off: optimal price choice in a media market with upfront pricing, Verein für Socialpolitik Annual Meeting, University of Munich, Oct. 10 – 12, 2007.

Human capital, spillovers and patenting activity, workshop on Human capital, spillovers and patenting activity, Copenhagen, Sept. 18 – 19, 2007.

Human capital, spillovers and patenting activity, Centre for Industrial Economics Annual Meeting, Aug. 24 – 25, Middelfart.

When Pricing Below Marginal Cost Pays Off: Optimal Price Choice in a Media Market with Upfront Pricing, Industrieökonomischen Ausschuss, Verein für Socialpolitik, March 12-13, 2007, Deutsches Institut für Wirtschaftsforschung, Berlin.

Does entrepreneurship really not pay?, 10. Personalökonomisches Kolloquium, Universität Tübingen, March 1-2, 2007.

Estimating Advertiser Market Power in a Two-sided Market: A Bargaining Approach, Centre for Industrial Economics Workshop, Gilleleje, Nov. 23-24, 2006.

Do Magazines' "Companion Websites" Cannibalize the Demand for the Print Version?, Wissenschaftszentrum Berlin für Sozialforschung, Sept. 11, 2006.

Is self-employment really such a bad experience?, University of Frankfurt, June 2, 2006.

Is self-employment really such a bad experience?, University of Basel, May 29, 2006.

Do Magazines' "Companion Websites" Cannibalize the Demand for the Print Version?, Technical University of Berlin, May 4, 2006.

Is self-employment really such a bad experience?, Centre for Applied Econometrics Workshop, University of Copenhagen, March 28, 2006.

Is self-employment really such a bad experience?, 9<sup>th</sup> Cologne-Bonn colloquium in personnel economics, University of Zurich, March 7/8, 2006.

Magazines and their Companion Websites: Competing Outlet Channels?, 4<sup>th</sup> International conference on Media Economics, University of the Federal Armed Forces Hamburg, Oct. 14/15, 2005.

The effects of website provision on the demand for German women's magazines, Centre for Industrial Economics Workshop, Sørup Herregård, May 26/27, 2005.

Price structure in two-sided markets: Evidence from the magazine industry, German Economic Association Annual Meeting, Dresden, Sept. 28 – Oct. 1, 2004.

Is there really no place like home for productivity?, 7<sup>th</sup> Cologne-Bonn colloquium in personnel economics, University of Bonn, March 3/4, 2004

An estimated model of the German magazine market, University of Essen, Feb. 3, 2004.

An estimated model for the German magazine market, University of Århus, Dec. 2003.

The effects of website provision on the demand for German women's magazines, 2nd Workshop on media economics: How do media markets work?, Bergen Business School, Oct. 24/25, 2003.

Product Innovation and Product Innovation Marketing: Theory and Microeconomic Evidence, German Economic Association annual Meeting (Jahrestagung des Vereins für Socialpolitik, University of Zurich, Oct. 3, 2003.

Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, University of Darmstadt, July 22, 2003.

When and why do magazines go online?, ZEW conference on "The Economics of Information and Communication Technologies", Mannheim; July 4-5, 2003

Price structure in two-sided networks: Evidence from the magazine industry, University of Zurich, Dept. of Economics seminar series, June 26, 2003.

- Price structure in two-sided networks: Evidence from the magazine industry, University of Copenhagen, Dept. of Economics seminar series, May 22, 2003.
- When and why do magazines go online?, Copenhagen Business School, Dept. of Economics seminar series, May 5, 2003.
- When and why do magazines go online?, International Industrial Organization Conference, Boston, April 4-5, 2003.
- Denmark in the information society: challenges and policy options, Academic Day, University of Southern Denmark at Odense, April 1, 2003.
- Strategic Complementarities Between Different Types of ICT-expenditures, 5. Köln-Bonner Kolloquium zu Personalökonomie, Zurich, March 25-25, 2003.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, Århus School of Business seminar, Dec. 9, 2002.
- Moving In and Out of Financial Distress: Evidence for Newly Founded Service Sector Firms, International workshop on the "Post-entry performance of firms: technology, growth and survival", University of Bologna, Nov. 22-23, 2002.
- Moving In and Out of Financial Distress: Evidence for Newly Founded Service Sector Firms, Centre for Economic and Business research Seminar Series, Copenhagen; Nov. 14, 2002.
- Should I Stay or Should I Go? An Estimated Model of Exit from the German Magazine Market, ZEW-conference "The Economics of Entrepreneurship and the Demography of Firms and Industries", Mannheim; October 3 – 4, 2002.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, III. Symposium zur Ökonomischen Analyse der Unternehmung, Humboldt-Universität zu Berlin; September 30 – Oktober 2, 2002.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, European Association for Research in Industrial Economics (EARIE) Annual Conference, Universidad Carlos III, Madrid, Spain, Sept. 5–8, 2002.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, Wissenschaftszentrum Berlin für Sozialforschung, Berlin; Aug. 12, 2002.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, ZEW conference on "The Economics of Information and Communication Technologies", Mannheim; June 24-25, 2002.
- Optimal Cover Prices and the Effects of Website Provision on Advertising and Magazine Demand, Industrial Organization Workshop, Harvard University, Cambridge, Mass., USA; April 26, 2002.
- The effects of website provision on the demand for German women's magazines, Centre for Industrial Economics at the University of Copenhagen Seminar Series, Copenhagen; Feb. 21, 2002.
- The effects of website provision on the demand for German women's magazines, National Bureau of Economic Research, Cambridge, MA, USA; Dec. 4, 2001.
- Applications to Models of Differentiated Product Demands: Cars, magazines and PCs. Industrial Organization Workshop, Harvard University, Cambridge, Mass., USA; Sept. 26, 2001.
- Productivity Effects of Organizational Change: Microeconomic Evidence, ZEW conference on "The Economics of Information and Communication Technologies", Mannheim; June 18-19, 2001.

- Product Innovation and Product Innovation Marketing: Theory and Microeconomic Evidence, workshop presentation at the Department of Organization Studies, University of Maastricht; March 29, 2001.
- Moving In and Out of Financial Distress: Evidence for Newly Founded Service Sector Firms, 25<sup>th</sup> Annual Conference of the German Classification Society, Munich; March 14-16, 2001.
- Productivity Effects of Organizational Change: Microeconomic Evidence, 25<sup>th</sup> Annual Conference of the German Classification Society, Munich; March 14-16, 2001.
- Efficient Bargaining and the Skill-Structure of Wages and Employment, Managerial Economics and Strategy Workshop, Faculty of Managerial Economics and Strategy, Catholic University of Leuven; Feb. 8, 2001.
- Moving In and Out of Financial Distress: Evidence for Newly Founded Service Sector Firms, Brown-Bag-Seminar for Applied Economics and Econometrics, Faculty of Economics, University of Mannheim; Feb. 7, 2001.
- Moving In and Out of Financial Distress: Evidence for Newly Founded Service Sector Firms, WZB Economics Seminar Series, Berlin; Nov. 27, 2000.
- Efficient Bargaining and the Skill-Structure of Wages and Employment, German Science Foundation workshop within the Industrial Economics and Input Markets program, Heidelberg; Nov. 9-10, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, 1<sup>st</sup> Symposium of the Analysis of the Firm, Koblenz-Vallendar; Oct. 5-7, 2000.
- Efficient Bargaining and the Skill-Structure of Wages and Employment, European Association of Researchers in Industrial Economics (EARIE) Annual Conference, Lausanne; Sep. 7-10, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, European Association of Researchers in Industrial Economics (EARIE) Annual Conference, Lausanne; Sep. 7-10, 2000.
- The Performance of German Firms in the Business-Related Service Sector, European Economic Association Annual Conference, Bozen; Aug. 30-Sep. 2, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, European Economic Association Annual Conference, Bozen; Aug. 30-Sep. 2, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, CIRANO/WZB conference on Innovation and Supermodularity, Montreal, Canada; June 15-16, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, CEPR/DFG/ZEW Conference on Industrial Structure and Input Markets, Mannheim; May 25-27, 2000.
- Research Cooperation and Research Expenditures with Endogenous Absorptive Capacity: Theory and Microeconomic Evidence for the German Service Sector, Seminar presentation, Free University of Brussels, Solvay School of Business; April 5, 2000.
- Tarifverträge und die Anpassung von Beschäftigung und Arbeitszeit: Empirische Evidenz für den deutschen Dienstleistungssektor, 3. Köln-Bonner Kolloquium zu Personalökonomie, Freiburg; March 3, 2000.

R&D cooperation and R&D Intensity: Theory and Micro-Econometric Evidence for Germany, German Science Foundation workshop within the Industrial Economics and Input Markets program, Heidelberg; Nov. 29-30, 1999.

Measuring Knowledge Spillovers in Manufacturing and Services: An Empirical Assessment of Alternative Approaches, International Conference on Innovation, Appropriation Strategies and Economic Policy, Paris; Nov. 19, 1999.

New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services, German Economic Association, Mainz; Sep. 30, 1999.

New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services, European Economic Association Annual Congress, Santiago de Compostela; Spain; Sep. 2-4, 1999.

R&D cooperation and R&D Intensity: Theory and Micro-Econometric Evidence for Germany, Econometrics Society European Meeting, Santiago de Compostela, Spain; Aug. 29-Sep. 1, 1999.

New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services, Econometrics seminar, Université Louis Pasteur, Strassburg, France; May 10, 1999.

New Technologies and the Demand for Heterogeneous Labor: Firm-level Evidence for German Business-related Services, TSER workshop at Herstmonceux castle, Sussex, England; Feb. 19, 1999.

The Impact of new technology on the demand for heterogeneous labor: Empirical Evidence from the German Business-Related Services Sector, German Economic Association, Rostock; Sep. 24, 1998.

Shifting employment patterns in business-related services: Empirical Evidence from German Survey data, Germany's Labor Market Problems: An Empirical Assessment, Humboldt University Berlin; Aug. 27, 1998.

Shifting Employment Patterns in Business-related Services: Empirical Evidence from German Survey data, International Conference on Information and Communications Technologies, Employment and Earnings, Nizza Sophia-Antipolis, June 23, France; 1998.

R&D cooperation and R&D intensity: Theory and Micro-Econometric Evidence for Germany, International conference on Innovation Survey Data, TSER network on R&D, innovation and productivity, Paris, France; June 18, 1998 (joint with G. Licht).

The determinants of BUND-future price changes, German Finance Association, Mannheim, Oct. 19, 1997.

The determinants of BUND-future price changes, German Economic Association, Berne, Switzerland; Sep. 26, 1997.

## **Conference Presentations — Practitioner**

---

Presentation on "Software patents" at the annual conference of the "Nordisk Immaterialret" Association (NIR), Copenhagen, March 16, 2007.

Press conference on "The State of Business of German of Business-related Services Firms", Frankfurt; Jan. 19, 2000.

Press conference on "The Service Sentiment Indicator – a New Leading Indicator for Business-related Services", vereinigte wirtschaftsdienste, Eschborn; April 20, 1998.

Presentation "Business Trends in IT-services", Association of IT Managers (Bundesverband Bürokommunikation), Frankfurt; Dec. 9, 1998.

Presentation "Business-related Services: Overall Economic Importance and Statistical Recording", German Industry Association (Bund Deutscher Industrie), Cologne; March 26, 1998.

## Selected Publications in Newspapers and Magazines

---

See <http://www.isu.uzh.ch/entrepreneurship/mediamentionings.html> for recent media mentionings.

### *Press mentionings*

On the relationship between private and public research

- [8] "Forskning: Danske virksomheder bruger ikke offentlig forskning", Jyllands-Posten, August 21, 2006, Erhverv og Økonomi, p. 8.

On the economic value of Danish patents

- [7] "Danske virksomheder får en høj bonus af patenter", Børsen Jan. 31, 2006, Børsen IT Innovation, p. 1-3; link

- [6] "Værdier i patenter", Politiken 1. februar 2006, 1. sektion, p. 10

- [5] "Danske patenter er guld værd", Fyens Stiftstidende, Feb. 1., 2006

- [4] On patents as a basis for startups (in Danish): "Patenter er grundlag for nye virksomheder", Børsen, Jan. 31, 2006, p. 3, Børsen IT Innovation.

- [3] On German university policy: "Manifest Pro Science", Handelsblatt Karriere Oct. 2005.

- [2] On software patents: "Softwarepatent skader dansk økonomi", Børsen, Feb. 18, 2005.

- [1] "Softwarepatent skader SMV'er", Erhvervsbladet, March 8, 2005.

### *Press mentionings in relation to the "Grundfos prize 2003"*

Jyllands Posten, May 20, 2003

Børsen, May 20, 2003

De Bergske, May 20, 2003

Fyens Stiftstidende, May 20, 2003

Vejle Amts Folkblad, May 20, 2003

### *Letters to the editor*

- [13] "Kvinder", weekendavisen, 22. december 2006.

- [12] "Ud med forskning", weekendavisen, Sept. 22, 2006, 1. sektion, p. 13.

- [11] On the Danish railway system: "Udskift togbanden", Berlingske Tidende August 7, 2006, 2 sektion, magasin, p. 10.

- [10] On the Danish railway system: "DSBs fornemmelse for vejr", Berlingske Tidende June 15, 2006; reply by Claes Kastholm Hansen, Berlingske Tidende June 17, 2006.

- [9] On high prices for car insurance: "Bilforsikrings-vrøvl", Berlingske Tidende May 28, 2006.

- [8] On the Danish governments plans to merge universities: "Topklasse", weekend avisen, April 21, 2006.

- [7] On the European service directive: "Liberaliseringsfobi" (in Danish), Politiken, Feb. 17, 2006.

- [6] On the Danish "kulturkanon": "Brændte grillpølser i madkanonen" (in Danish), information, Feb. 16, 2006.

- [5] On the planned merger between CBS, DTU and Risø: "Elitefusionen" (in Danish), Politiken, Jan. 3, 2006.

- [4] On the weird Danish grade point system: "Underligt karaktersystem" (in Danish), Berlingske Tidende Dec. 17, 2005.

- [3] On the Danish royal family: "Længe leve kongehuset", Information Nov. 10, 2005.

- [2] On taxation: "Spild af gode akademikerkræfter", Berlingske Tidende Oct. 24, 2005. reply by Claes Kastholm Hansen, Berlingske Tidende Oct. 27, 2005.

- [1] On immigration: "Et- og fler-sprogede", Information, Oct. 22, 2005.

*Own independent contributions*

- [17] Udfordringer for forskningspolitikken, kronik, Jyllands-Posten, May 20, 2003 (in Danish, joint with Svend Erik Hougaard Jensen, Nikolaj Malchow-Møller, Jan Rose Skaksen and Anders Sørensen).
- [16] Werbeagenturen erhalten Impulse durch Liberalisierung, Handelsblatt; Feb. 7, 2000.
- [15] Unternehmensnahe Dienstleister im Aufwind, management berater; Feb. 2000.
- [14] Unternehmensberater warten auf Impulse, Handelsblatt; Sep. 27, 1999.
- [13] Viele Dienstleister sind nicht tarifgebunden, Handelsblatt; July 26, 1999.
- [12] Werbewirtschaft befindet sich im Aufwind, Handelsblatt; July 23/24, 1999.
- [11] EDV-Dienstleister bleiben optimistisch, Handelsblatt; May 11, 1999.
- [10] Aussichten unternehmensnahe Dienstleister, management berater; March 1999 (joint with K. Voß).
- [9] Abfallwirtschaft ohne Impulse, Handelsblatt; Feb. 16, 1999.
- [8] Unternehmensnahe Dienstleister: Keine weitere konjunkturelle Verbesserung, management berater; Dec. 1998 (joint with K. Voß).
- [7] Weniger Schwung bei Spediteuren, Handelsblatt; Dec. 8, 1998.
- [6] Fahrzeug- und Maschinenvermieter mit anhaltendem Wachstum, Handelsblatt; July 29, 1998.
- [5] Die Werbewirtschaft spürt eine frische Brise, Handelsblatt; June 12/13, 1998.
- [4] Unternehmensnahe Dienstleister: Zwischengas, management berater; June 1998 (joint with K. Voß).
- [3] Architekten leiden unter der Bauflaute, Handelsblatt; April 14, 1998.
- [2] Steuer- und Unternehmensberater im konjunkturellen Hoch, Handelsblatt; Nov. 11, 1997.
- [1] EDV-Dienstleister in konjunktureller Hochstimmung, Handelsblatt; July 31, 1997.